

\$107 million in new and retained sales
\$38 million in new investments
2,022 jobs created or retained

Florida Manufacturing Extension Partnership (Florida MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in the state.

The challenge for manufacturers today is satisfying escalating customer expectations in an increasingly volatile and competitive global market while also maintaining satisfactory profit margins. With technological change happening so rapidly many small and medium manufacturing enterprises (SMEs) find it difficult to keep pace with the demands for new technologies that will enable them to remain profitably competitive.

Florida MEP provides affordable, innovative solutions to the problems encountered by today's manufacturing enterprise by facilitating interaction between industry, government and academia.

Included among Florida MEP services are: Enterprise Transformation, Performance Based Training, Supply Chain Management, and Innovation.

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CLIENT SUCCESS: EASTERN AERO MARINE

“That’s real savings when you consider what it costs to keep excess inventory on the shelf.”

Paul H. Streb, Director of Manufacturing Operations
Eastern Aero Marine

Eastern Aero Marine of Miami recently called on the assistance of the Florida Manufacturing Extension Partnership (Florida MEP) to improve inventory control, reduce lead times for product manufacturing and enhance customer satisfaction.

The request met with complete success, according to Paul H. Streb, director of manufacturing operations for Eastern Aero Marine, a 50 year-old company that manufactures life vests and life rafts for the worldwide aircraft and marine industry.

The Florida MEP project managers facilitated a Time Wise Value Stream Management System (TWMS) mapping session which resulted in a 71 percent reduction in inventory, a reduction in lead times and greatly improved customer services.

“We spent more than two years implementing Lean practices,” Streb said, “and have easily reduced our inventory by \$1.5 million. That’s real savings when you consider what it costs to keep excess inventory on the shelf.” But Streb did much more than that. He ensured his managers, chief engineer and purchasing manager were all up to date on Lean Manufacturing. “I want the thought process to be uniform and parallel,” he said. “That way, we don’t have to stop and explain what’s going on all the time.”

Streb said quality is a huge issue for the 145 employees of Eastern Aero Marine. “When you make life vests and rafts there is no room for error,” he said. “Obviously high quality has always been important to us or we would not have been in business for 50 years, but the trick was to reduce our costs and improve our profit margin without compromising our quality.

In fact, according to Streb, in addition to the reduction in inventory, Point of Use Storage eliminated the need for a mezzanine warehouse, saved at least two days of material movement, removed redundant approvals and shortened lead times by 10 days - all resulting in tremendous savings for the company.

Reduced inventory
by \$1.5 million